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MAY 4, 1964

"A PARTNERSHIP FOR PROGRESS"

THE DUTCH BULB TRADE

WEST GERMANY'S $4-BILLION FARM MARKET

FOREIGN AGRICULTURE

Including FOREIGN CROPS AND MARKETS

A WEEKLY MAGAZINE OF THE UNITED STATES DEPARTMENT OF AGRICULTURE
FOREIGN AGRICULTURAL SERVICE

FOREIGN AGRICULTURE

Including FOREIGN CROPS AND MARKETS

MAY 4, 1964

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Holland's tulip fields not only attract thousands of tourists each year but account for a good share of the Dutch farmer's income. See story on page 4.

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DEPOSITED BY THE
UNITED STATES OF AMERICA

President Johnson greets trade group.

"The Opportunity To Build A Partnership for Progress"

— President Johnson

Opening in Geneva this week is the sixth round of negotiations—usually referred to as the "Kennedy Round"—under the General Agreement on Tariffs and Trade (GATT). The GATT is the most important trade body in the world today, and the international trade rules agreed to by the 75 participating countries exert a strong influence on the pattern of international trade.

The United States has a big stake in this conference. The level of access of U.S. farm products to world markets, particularly to the six-nation European Economic Community, will be affected by these negotiations.

The significance of this meeting, not only to the United States but to the entire Free World, was pointed up by President Johnson in his remarks to the Public Advisory Committee on Trade Negotiations, in the White House Garden on April 21:

"I know, and I think you know, how far we in the United States have come toward a mature and rational understanding of the opportunities which trade presents for the building of the kind of a world that men want. The Trade Expansion Act of 1962 will endure as one of the greatest monuments to President Kennedy's leadership, and how difficult it was to pass that Act, and how long and faithfully he worked on it. But it will also stand as a milestone to the progress of popular understanding among business, labor, and agriculture.

"I hope that our friends in other lands will neither underestimate nor undervalue the strength of American support for success of the trade negotiations that we have entered. These negotiations will be lengthy and, of course, they will be complex. They will be difficult at times. But as we believe the cause is worthy, we know that the gains can be great.

"I look forward with a certain amount of prudent optimism to the round of negotiations which the 1962 Act, by our Congress, has made possible. Of course, we will need to be patient and persistent. We will need at all times to be firm. We are willing to offer our Free World friends access to American markets, but we expect, and we must have, access to their markets also. That applies to our agricultural as well as our industrial exports.

"The United States will enter into no ultimate agreement unless progress is registered toward trade liberalization on the products of our farms as well as of our factories. These negotiations are not the kind in which some nations need lose because others gain. Their success will be to the advantage of all. The opportunity, therefore, is here to build a partnership for progress among the Free World industrial nations, and then between them and the developing nations. We mean to fully explore that opportunity, and we mean to fully pursue it."

The Netherlands' $46-Million-a-Year Bulb Trade

This three-centuries-old industry ranks as one of the big income producers in Dutch agriculture—with sales to the U.S. at over $11 million annually.

By HAROLD L. NORTON
Assistant U.S. Agricultural Attaché, The Hague

For about 8 weeks of every spring, hundreds of millions of tulips, hyacinths, and narcissus set Holland's famous bulb district aflame with a brilliant carpet of rich colors. These magnificent blooms, unmatched for their variety and beauty, tell the story of centuries of hard work, science, and enterprise, which have brought fame to the Dutch bulb industry and made it one of the country's major dollar-earners.

How the industry started

It is difficult to realize, though, that many of the famous bulb flowers which adorn the gardens and parks of the world grew wild for centuries over Central and Southern Europe and most of Asia before they found their adopted home along the sand dunes of Holland's west coast. Just when the first tulip bulb reached Western Europe has not been established, but records show that the flower was grown in Holland in 1571 and in England by 1582. Similarly, daffodils and narcissus, native to Central and Southern Europe, received the attention of Dutch growers.

The Dutch soon established a flourishing business in bulbs. By 1637, tulips had become the object of an extraordinary speculation, in which prices for single bulbs rose to fantastic levels. When the bulb market crashed, thousands of persons were left bankrupt, and the Dutch Government was forced to prohibit the public buying and selling of flower bulbs for years thereafter. Growers fell back to truck farming, but continued to grow bulbs as a hobby, developing bizarre and exceptional varieties and colors.

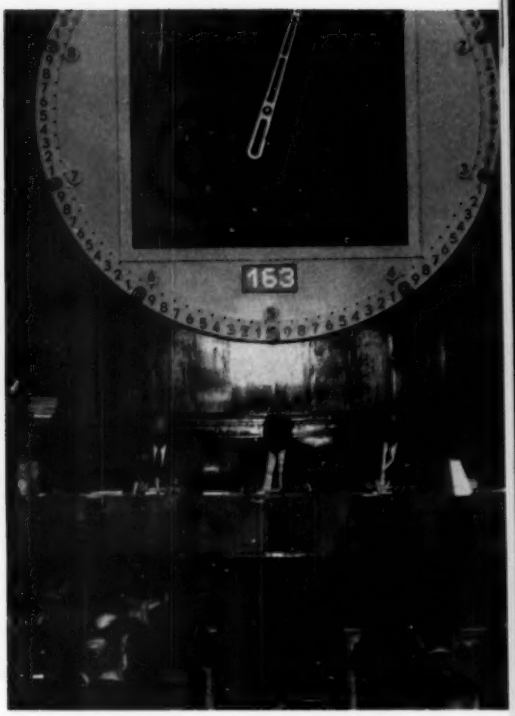
During the century from 1800 to 1900, flower bulbs captured the eyes of the world. It was then that the Dutch realized that if they could produce bulbs at reasonable prices, they could open up a much larger market than was to be found in the extravagant gardens of French castles and British mansions.

By 1860, commercial bulb production had expanded to about 750 acres. Not until the 20th century, however, did the production of flower bulbs in the Netherlands develop into a mass operation. By 1930, the area planted to all bulbs had risen to the unprecedented level of 25,000 acres. In 1940, the area was down to 18,000 acres, and it continued to dwindle during World War II as commercial bulb growing suffered from the Occupation. During the last year of the war (winter of 1944) tulip bulbs were eaten because of food shortages.

Industry rebuilt after war

Immediately after the war the Dutch started with characteristic energy to rebuild their bulb industry. The revival was quick, and the expansion of the planted area remarkable. Today, approximately 26,000 acres are planted to

Above, Dutch grower strips hyacinth petals prior to bulb harvesting. Right, tulip field in bloom. U.S. buys nearly $5 million worth of tulip bulbs a year.



Bulb auctions are held in the heart of Holland's bulb districts. Above, before auction starts buyers inspect the various lots. Right, buyers keenly watch the recorder which indicates the prices bid.

bulbs—about 12,400 acres to tulips, 3,100 acres to narcissus, 2,100 acres to hyacinths, and about 8,400 acres to various other bulbs.

The present acreage in the Netherlands is divided among 10,000 growers. Some of these, carrying on family traditions which go back several centuries, have large-scale production plots as exclusive agricultural enterprises. Others have comparatively small commerical lots, and many grow bulbs as a side line.

A large number concentrate on growing bulbs to be sold at the main and traditional bulb exchanges at Harlem and Hillegom, where millions of bulbs are bought by exporters and bulb dealers. There are about 600 firms now exporting, which includes many who export as a side line. In addition, there are regular bulb auctions at Lisse, in the heart of the bulb district, and Bovenkarspel in North Holland.

Developing new varieties

Part of the total bulb area is devoted to plant breeding, research, and similar work. Here the great skill of the Dutch growers is best shown in the production of new varieties. It takes about 7 patient years to produce from seed a bulb ready to flower and several more years before it is ready for marketing; and when growers depend on bulblets (the main method of production) which grow every year from the parent bulb, it takes from 1 to 4 years for these progenies to become sufficiently large to be marketed.

Of the new seeds developed by plant breeding and hybridization scarcely 1 out of every 5,000 is worth keeping, and of those that are kept, barely 1 in 100 turns out to be a new and attractive variety. If it is really new and satisfactory, it will take 10 more years to produce a few hundred of the new bulb and still more years to increase the stock to a quantity for marketing on a commercial scale.

The breeding of new bulbs by hybridization and mutation over the past 3 centuries has introduced thousands of new types and varieties. Therefore, it is not surprising that an age of confusion occurred which eventually led to the registration and listing of flower bulbs by various responsible organizations.

The current list of main varieties of spring flowering bulbs commercially traded comprises about 600 tulips, 150 daffodils and narcissus, 65 hyacinths, 50 crocusses and numerous miscellaneous bulbs, such as anemones, ranunculus, muscari, and scilla. There are, however, many more varieties and kinds produced in smaller volume. Some of these have histories dating back 200 years or more, while others are of recent vintage, as Holland's breeders constantly add new varieties to the ever-growing list of flower bulb offerings.

Four billion bulbs a year

Bulb production in Holland—which began with a few exotic curiosities—has developed into an annual total of about 4 billion bulbs. From the start of mass production efforts 50 years ago, growers have raised bulb output from about 12 million kilograms in 1900 to the 80-million kilogram level in 1962.

The popularity of bulbs can be attributed to the effective Dutch salesmanship which boosted exports between 1900 and 1932 from about 8,000 metric tons to 23,500 metric tons. After the war, the industry carefully organized and planned a program to increase production and retrieve export markets. From the 1947 crop about 30,000 metric tons of bulbs were exported, which was a remarkable feat in view of the difficult conditions that existed. Since then the industry has increased its trade steadily until 1962 when the Dutch shipped nearly 70,000 metric tons of bulbs, valued at more the $46 million.

Buyers were found in 125 countries and territories of the world, but Western Germany, the United Kingdom, the United States, and Sweden absorbed nearly two-thirds of

U.S. Plant Quarantine Inspector N. Santacroce (third from left) inspects tulip bulbs for pests and disease before shipping to the U.S.

the total exported, while an appreciable part of the remaining one-third went to France, Canada, Italy, Belgium, Switzerland, and the Scandinavian countries. Thus, it can be seen that the export of bulbs plays an important part in the total Netherlands trade. Moreover, nothing is spent on importing raw materials. Sales to other countries continue to bring in foreign currency without the Dutch having to spend gold or dollars in return.

Marketing of bulbs regulated

The Dutch bulb industry is highly controlled. In 1933 when adverse economic conditions made it clear that there was an over-production of Dutch flower bulbs, a system of crop quotas and price supports was developed to regulate the marketing of flower bulbs. This is still in operation.

The primary organ which establishes policy and enforces rules and regulations under the supervision of the Ministry of Agriculture, is the Marketing Board for Ornamental Horticultural Products. The Board represents every segment of the industry (growers, exporters, laborers, etc.) and is, in fact, responsible for the administering and financing of the system.

Under the Industrial Organization Act of 1954, the Board regulates the production of bulbs by fixing annually the area which may be planted with the main kinds of flower bulbs, (tulips, hyacinths and narcissus) for every grower. Further, the Board established minimum growers (inland) prices for the various types of bulbs, in an effort to assure the grower a definite return for his production.

The grower can sell excess bulbs to the Surplus Fund in order to receive some return from his labor and reduce his losses in a difficult year. The Surplus Fund is financed by a levy on all bulb growers in proportion to the size of their production. Thus, the bulb industry has succeeded in achieving a measure of security for the grower without the expenditure of public funds. Since 90 to 95 percent of the bulbs are for export, it was found necessary to establish minimum export prices to provide a reasonable "floor" price and to give foreign buyers an assurance of price stability, from which both growers and buyers have gained.

Bigger world markets sought

This organized effort has led to more effective marketing, to a system of thorough inspection of fields and crops to combat diseases and pests, and to improvement of the quality of bulbs. It has also provided the basis for cooperation on the whole Dutch bulb industry to promote the sale of flower bulbs throughout the world.

Export promotional work for the sale of Dutch flower bulbs is centered on three principal areas of activity: (1) to create a desire on the part of the consumer for Dutch flower bulbs by using all available means of communication; (2) to assist retailers in better advertising, displaying, and selling of bulbs; and (3) to help exporters keep abreast of changes in American and other marketing procedures so that they can perform a better service for their retail customers. This systematic approach has contributed to the popularity of Dutch flower bulbs and improved sales throughout the world.

Thus, the Dutch have built an industry which has turned an object of luxury into an article for every home and garden, and at the same time, they have turned flower bulb production into one of the most important income producers in Dutch agriculture.

Foreign Agriculture *thanks the following for their help: Holland Bulb Exporters Assn., Central Bloomballen Comite, and N. Santacroce, U.S. Plant Quaratine Division.*

Argentina's Crops This Season May Be the Best in Years

A bright spot in Argentina's economic picture, which has been clouded by a lingering recession, is the outlook for agricultural production during fiscal year 1964.

For the first time in several seasons Argentina is having bumper crops of wheat and other small grains. Total output of wheat, oats, barley, and rye is expected to exceed last season's drought-reduced level by about 4.2 million tons, while wheat output, at an estimated 7.7 million tons, is the highest since 1954-55, and second highest since 1940-41. Yields were especially good in the Bahía Blanca zone.

No official estimates are yet available for corn, sorghum, and millet. The third estimate of the corn area planted was 3.7 million hectares, up 7 percent from last season and 20 percent above the average for the past 10 years. The area planted to sorghum is also slightly higher. Dry weather during January affected these crops somewhat, but most observers are expecting a rather substantial increase in corn and sorghum production from last year's levels. At this stage, corn output is estimated between 5.5 million and 6.0 million tons.

Exports of wheat and corn during calendar year 1963 held up rather well in spite of reduced supplies, and shipments of grain sorghum even exceeded those of a year earlier. Exports to the Sino-Soviet Bloc were limited to shipments of rather small quantities to Communist China and Czechoslovakia.

Outlook good for exports

Prospects for grain exports in calendar year 1964 are favorable because of the bumper crops of wheat and other small grains. However, private exporters are finding it difficult to make export sales of wheat at the current support level of 880 pesos per 100 kilos, and with the current exchange rate for the peso. Trading of wheat in recent weeks has been virtually limited to the National Grain Board. Purchases of new-crop wheat by the Board through April 3 totaled 3 million tons.

Argentina has made substantial shipments to Communist China this season, principally through direct sales by the Grain Board. The Board announced sales of about 750,000 tons of wheat to Red China after the bankruptcy of the private firm (Cia. Comercio Exterior) which had previously handled most of the trade with that country. Private traders have shipped about 185,000 tons to Red China and smaller quantities—totaling about 135,000 tons—to the USSR, East Germany, and Czechoslovakia.

Exports of durum wheat this season are expected to reach 450,000 tons, compared with 415,000 tons shipped in calendar 1963.

Prices weaken as peso strengthens

Prices of most grains weakened somewhat during December and January reflecting the strengthening of the Argentine peso. Wheat prices have been at the support level since about mid-December, and these moved up on February 1 as the support level rose from 820 to 840 pesos per quintal. Further step increases of 20 pesos took place March 1 and April 1, aggravating the difficulties of marketing Argentine wheat abroad.

—RICHARD S. WELTON
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India Increases Rice Procurement Prices in Some States

India announced in late March that it was increasing the government procurement prices of rice in five States. The price advances range from 25 to 51 cents per 100 pounds for milled rice.

State and variety	Previous price	New price	Increase
	Dollars per cwt.	*Dollars per cwt.*	*Cents per cwt.*
Andhra Pradesh: Akkullu	4.47	4.98	51
Madras: Kattai Samba	4.40	4.91	51
Madhya Pradesh: Gurmatia	4.08	4.34	26
Assam: Coarse	4.69-5.00	4.95-5.25	26-25
Uttar Pradesh: Grade IV	4.08	4.34	26

The new prices were expected to narrow the gap between government procurement prices and open-market prices and to provide a furtrer incentive to farmers to increase rice production. Rice is procured in most of the affected States under compulsory levies, whereby the millers and wholesalers deliver a specified percentage of their supplies to State purchasing agencies at fixed prices.

The Indian government and also some major rice States have procured limited quantities of the domestic crop in recent years in order to build up stocks for distribution on the market during rice shortages.

For the current crop year (November-October) rice is being procured by the Indian Government in five States. In addition, Assam, Orissa, West Bengal, Uttar Pradesh, and Tripura have procurement programs. India's proposed procurement is 1 million metric tons of milled rice—750,000 by the Indian Government, and 250,000 by the States—as against actual procurement of 673,000 tons in 1962-63 and 480,000 in 1961-62.

Higher procurement prices, though still somewhat below open market prices, should facilitate India's rice procurement this year. Another important factor leading to the fulfilment of the desired target is the recent bumper rice crop.

According to the latest official revision, India's 1963-64 rice crop is a record 54 million metric tons of rough rice, 1.7 million larger than the previous record in 1961-62 and 5.9 million above the poor crop of 1962-63. Average production in 1956-67 through 1960-61 was 45.4 million.

West Germany: $4-Billion Agricultural Sales Target

By ALEX BERNITZ
Assistant U.S. Agricultural Attaché
Bonn, Federal Republic of Germany

The West German market for food and agricultural products is a main target for the promotional efforts of many agricultural exporting countries.

Full employment, rising incomes, and a substantial movement of women into employment have resulted in a growing demand for processed foods. Modern food processing and merchandising practices are becoming more widespread. Facilities for handling frozen foods are increasing. The result of all these developments has been an increased market and potential market for a greater variety of agricultural products.

The value of West German agricultural imports during 1962-63 totaled $3.8 billion, of which, $767 million were livestock and livestock products; $1.9 billion crop and crop products; $485 million stimulants (such as coffee, wine); and $658 million agricultural raw materials.

A significant amount of money, time, and effort is expended in Germany by various supplying countries in an attempt to convince consumers of the goodness of their wares and to contact, entertain, and write contracts with the German importers.

Top German trade fairs

There are several traditional food trade fairs in West Germany. The most prominent in order of importance are: ANUGA (International Foods and Stimulants Exhibition, biannual, Cologne), IKOFA, (International Grocery and Fine Foods Exhibitin, biannual, Munich), LEFA, (International Food and Delicatessen Fair, biannual, Hamburg), and Green Week (annual, Berlin). In addition there are hotel, catering, packaging and numerous smaller localized agricultural fairs.

During the 1964 Green Week Fair, over 500,000 people visited the exhibition. These were mainly consumers although a significant number of trade people were also present. Of the 746 exhibitors, 433 were from outside Germany. The number of country displays included Austria, Belgium, Brazil, Denmark, France, Israel, Italy, Luxembourg, Morocco, the Netherlands, Norway, Spain, Sweden, Switzerland, Tunisia, and the United States. In addition, many countries were represented by their respective German importers. These countries were, plus those listed above, Australia, Argentina, Canada, Finland, Great Britain, Japan, Yugoslavia, Kenya, New Zealand, and Uruguay. These countries participate in various degrees in the other international food and agricultural fairs of Germany.

During all fairs, the supplying countries hold trade receptions at which time importers and exporters renew or make contacts, sample the foods products of the representative country, and are informed of any new developments in their respective fields of interest.

More television advertising

Advertising media are widely used by supplying countries in Germany. They are sponsored either by government agencies, by export groups, or by German importers. These are in large part concentrated in trade and consumer magazines and newspapers. However, television advertising has become increasingly popular for shorter, intensive, and sometimes seasonal promotional campaigns.

The Danes specialize in advertising their poultry and poultry products through the promotion of their slogan, "Prima-Prima aus Danemark"—the best, the finest from Denmark. The Danes are currently adding to their advertising campaign emphasis on other products such as packaged, precooked, and sliced sandwich meats.

The Dutch have a permanent trade office in Germany, the Netherlands Cheese Bureau in Aachen, which conducts advertising campaigns for Dutch cheeses. The Dutch also advertise poultry and poultry products.

Various other countries have advertising programs, but mainly for their particular country specialty. The Poles stresa their geese, during the pre-Christmas period, the Spanish advertise their citrus fruits as do the South Africans. Olive oils from Spain and Greece are advertised nationally as well as by the International Olive Oil Council.

Promotion campaigns for fruit

The Australians are preparing a nationwide advertising campaign in 1964 for their apples and pears. In addition to their usual newspaper and magazine ads, a special promotion in Southern Germany will utilize posters displayed on the traditional European advertising pillars.

Greece in 1963 financed a concentrated 4-month promotional campaign for dried currants which included a retail store distribution of about 100,000 recipe booklets as well as free samples of the product. The cost of this campaign was unofficially estimated at $100,000.

The amounts of money spent for these forms of advertising are not normally published, but various unofficial sources indicate that certain countries spend annually between $500,000 and $1 million for market development in Germany. This includes trade fairs, advertising, and retail store demonstrations and sample giveaways.

In order to increase the contact and knowledge between seller and buyer, several countries, especially those nearest to the market—but also to a large extent, Canada—sponsor trips for tradesmen, government officials, and commodity specialists.

Emphasis on trade visits

During 1963 the Canadian Wheat Board was host to the German Minister of Agriculture and two other government officials. In addition, a 3-week Export Trade Promotion Conference was held in Canada for which approximately 400 buyers from all over the world were flown in by chartered plane.

This exchange of people is naturally a two-way street. Canadian grain experts visited Germany during 1963 as did a team of about 40 French grain experts. The Danes, Dutch, and other nearby European exporters make frequent visits to maintain, renew, and

establish contacts. In some cases, these visits are to deal with any dissatisfactions with imported products, but for the most part, they are to acquaint the exporter with the special demands that characterize the German market.

Sometimes this exchange of people is on the consumer level. In 1963, the International Olive Oil Council organized a consumer competition program with prizes ranging from free vacation trips to the Mediterranean countries to cars and household appliances.

The promotion of a country's products, both agricultural and industrial, sometimes also includes a "Country Week." For this, an exporting country, selects a specific day or region and with the cooperation of local businesmen, organizes a promotional effort that includes the display and sales of the supplying country's products in local stores. With window and street displays the promotional activity has the appearance of a county fair and usually includes the visit of some dignitary from the exporting country. In this manner, a concentrated emphasis is given to the export products of the country as well as to increased sales.

West Germany is expected to continue to be a major importer of agricultural products. The deterrent effects to third country trade imposed by the developing Common Agricultural Policy of the European Economic Community need not mean decreased sales, although the normal advantage that the most efficient producer once had —ability to offer quality products at a lower price—to a large extent has been eliminated.

Competition increasing

Although the Common Market has tended during the past few years to become more restrictive, there is still a need for agricultural imports into Germany that cannot be fully met by the other members of the EEC. However, these products and even those products which can be supplied internally by the EEC, face increased competition from all suppliers.

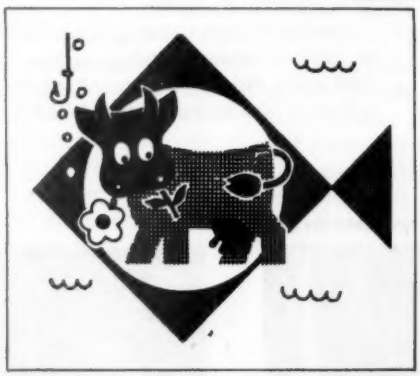
Price competition will no longer be the major factor in selling to Germany, but will probably be replaced by quality and name brand identification. To this extent many countries have adopted national symbols for their products which, accompanied by promotional campaigns, have led the German consumer to demand and want the "labeled" product. For example, the Danes have their cow, "Carolina" and their slogan, "Prima-Prima Aus Danemark"; the Spanish, their "Flaming S" and "Don Pepe" for citrus fruit; the Australians, their kangaroo overlaid on a map of Australia; the Poles, their long-necked goose; the Greeks, their Grecian column.

American agriculture is a ready source of food and fiber upon which West Germany can continue to draw to feed and clothe its population. However, U.S. exporters face keen competition in this market and probably will face even more as the European Economic Community becomes the single market being developed. To meet this competition, U.S. farmers and exporters must produce and market the highest quality, competitively priced agricultural products, delivered in consistently uniform standards, and packaged as demanded by the German market. Above all, America must continue, and increase, its efforts to inform the German importer and consumer that what they want is readily available at a competitive price in the United States.

U.S. Competitors Promote Quality Image of Their Farm Exports with National Labels

Poland

Denmark



The Netherlands

Australia

Greece

In this central display area six U.S. commodity groups had exhibits where foods and feeds were demonstrated and sampled.

U.S. AGRICULTURE'S FIRST SHOW AT MILAN TRADE CENTER

Explaining fats in feeds

Italy's tradesmen and leading financial newspapers gave strong support to U.S. agriculture's first show at the new U.S. Trade Center in Milan, which closed 1 week ago.

The U.S. show ran concurrently with Milan's International Samples Fair (April 12-25) where an estimated 4.5 million persons, including Italy's President Antonio Segni, thronged the fairgrounds to inspect exhibits of some 80 nations.

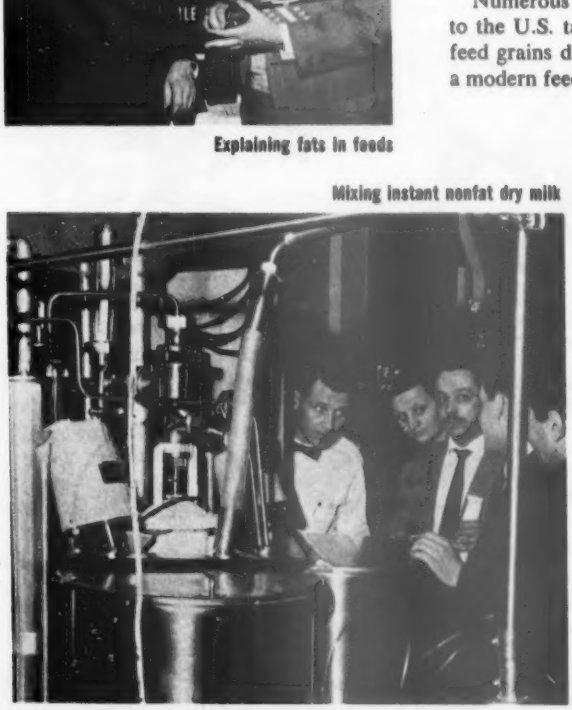
Housed on the spacious first floor of the Trade Center—located in the Agricultural Pavilion on the fairgrounds—the U.S. exhibit drew widespread comment on its attractiveness and originality of design.

The U.S. products featured were poultry, dried fruits, dairy products, tallow, soybean oil, and feed grains.

The Italian institutional trade showed strong interest in U.S. turkey and chicken roll, new to the Italian market, while hundreds of fair-goers bought U.S. chicken barbecued on the spot. The soybean exhibit was also aimed at both tradesmen and consumers: demonstrations of U.S. soybean grading, heretofore unknown in Italy, and potato and cheese chips deep fried in soya oil and sold to the public.

Numerous representatives from Italy's mixed feed industry were attracted to the U.S. tallow exhibit, promoting high energy fats-in-feed, and the U.S. feed grains display of balanced rations and an eye-catching plastic model of a modern feed lot used in the United States.

Mixing instant nonfat dry milk



Frying with soya oil

U.S. Feed Grain Exports Up 16 Percent

U.S. exports of feed grains in July-February 1963-64 totaled 10.8 million metric tons compared with 9.3 million tons for the same period a year ago. Principal feed grains exported were, corn and sorghum grain, shipments of which amounted to 7.9 million and 1.9 million tons respectively.

World Agricultural Production and Trade—Statistical Report for April carries a detailed table and analysis.

U.S. Wheat and Flour Exports Approaching Record High

Exports of U.S. wheat and flour (grain equivalent) reached a total of 533 million bushels during July 1963-February 1964 or 49 percent more than in the same period last year.

A detailed table and analysis was published in the April issue of the *World Agricultural Production and Trade—Statistical Report.*

Canadian Exports of Barley and Oats Rise Sharply

Canadian exports of barley and oats for July-February 1963-64 totaled 561,000 metric tons, more than double those during the same period of 1962-63. Of this amount, oats accounted for 196,000 tons—up 41 percent from the 1962-63 period—and barley, for 365,000 tons—up more than 100 percent.

A detailed table and analysis appeared in the *World Agricultural Production and Trade—Statistical Report* for April.

U.S. Increases Tallow Exports to Canada

U.S. exports of inedible tallow and greases and related products to Canada rose sharply in 1963 to 34.3 million pounds from 25.6 million in 1962. These increases apparently resulted from strong Canadian demand, relatively low hog slaughter, and continued low U.S. prices.

Although Canada is normally a net exporter of tallows and greases, it is a significant importer from the United States. The United States is Canada's only large supplier, even though U.S. tallow is subject to a high Canadian duty (17½ percent ad valorem) while imports from Commonwealth countries are duty-free.

U.S. exports to Canada during the past 4 years were as follows:

	1960	1961	1962	1963
	Mil. lb.	*Mil. lb.*	*Mil lb.*	*Mil. lb.*
Inedible tallow	6.2	18.4	18.5	24.3
Inedible greases	13.3	5.1	5.1	7.8
Animal oils	.2	.8	.7	.6
Oleic acid	.4	.6	.5	.6
Stearic acid	1.2	.3	.8	1.0
	21.3	25.2	25.6	34.3

U.K. Lard Imports Up Sharply

British lard imports for January-February 1964 totaled 101 million pounds, more than double the 47 million for the same period last year.

The United States was the leading supplier, sending about 95 percent of the total, with only minor quantities coming from Denmark, France, Western Germany, and Belgium. During the first 2 months of 1963, the United States supplied 67 percent of the British lard market, with most of the balance being supplied by the same four countries.

The current increase in demand for lard in the United Kingdom is from manufacturers of margarine and shortening who find lard prices more attractive than those of competing oils.

U.K. IMPORTS OF LARD, JANUARY-FEBRUARY

Country of origin	1963 Quantity	1963 Percent of total	1964 Quantity	1964 Percent of total
	1,000 pounds	*Percent*	*1,000 pounds*	*Percent*
United States	31,452	66.9	95,296	94.7
Denmark	3,487	7.4	2,083	2.1
France	2,752	5.9	1,464	1.4
Germany, West	1,784	3.8	883	.9
Belgium	4,337	9.2	314	.3
Sweden	937	2.0	289	.3
Netherlands	919	2.0	244	.2
Irish Republic	58	.1	146	.1
Others	1,255	2.7	3	—
Total	46,981	100.0	100,722	100.0

Henry A. Lane & Co., Ltd.

U.S. Meat Imports Decline in January-February

U.S. imports of all red meats in January-February 1964 totaled 186.7 million pounds, down 13 percent from those in the first 2 months of 1963. January imports were moderatedly below the average for 1963 and February imports at 71 million pounds, were little more than half those of February 1963. Average imports in each 2-month period of 1963 were 236 million pounds.

January-February imports of beef and veal totaled 141 million pounds, down 11 percent from a year earlier. Imports from each of the four leading suppliers of fresh and frozen meat—Australia, New Zealand, Ireland, and Mexico—declined by 11 to 19 percent. Other suppliers increased their shipments by 8 percent. Beef and veal imports averaged 187 million pounds in each 2-month period of 1963.

Total imports of pork in the first 2 months of 1964 were about the same as a year earlier. Larger takings of canned hams and shoulders were about offset by smaller imports of other classes.

U.S. imports of mutton and goatmeat totaled 9.7 million pounds, 51 percent less than in January-February, 1963, mainly because of the unusually large imports in February 1963. Mutton imports averaged 10.5 million pounds in each 2-month period of 1963. Most mutton comes from Australia, and small amounts of goatmeat are currently being imported from Haiti.

Lamb imports in January-February 1964 at 2.9 million pounds, were down 22 percent from the same period a year earlier. The average rate for each 2-month period of 1963 was 3.1 million.

January-February imports of wool dropped materially. Takings of all classes of bovine hides and skins also were smaller than a year earlier. However, imports of other

types of hides and skins increased.

Imports of cattle from both Canada and Mexico were down sharply during the first 2 months this year, compared with a year ago.

U.S. IMPORTS OF SELECTED LIVESTOCK PRODUCTS
(Product weight basis)

Commodity	February		January-February	
	1963	1964	1963	1964
Red meats:	*1,000 pounds*	*1,000 pounds*	*1,000 pounds*	*1,000 pounds*
Beef and veal:				
Fresh and frozen, bone-in	1,860	1,734	3,685	3,977
Fresh and frozen, boneless	85,373	40,153	134,160	115,609
Canned, incl. corned	10,276	8,487	14,842	17,151
Pickled and cured	43	18	84	40
Beef sausage	—	93	—	681
Other beef	1,972	430	3,539	894
Veal	1,416	1,002	3,049	2,845
Total beef and veal	100,940	51,917	159,359	141,197
Pork:				
Canned hams and shoulders	13,734	11,021	21,365	22,047
Other pork	6,691	5,102	12,037	10,825
Total pork	20,425	16,123	33,402	32,872
Mutton and goat	15,642	1,984	19,822	9,674
Lamb	2,828	1,075	3,762	2,939
Total red meat	139,835	71,099	216,345	186,682
Variety meats	350	59	531	307
Wool (clean basis)				
Dutiable	17,740	9,376	27,400	18,422
Duty-free	18,639	11,536	26,644	23,259
Total wool	36,379	20,912	54,044	41,681
	1,000 pieces	*1,000 pieces*	*1,000 pieces*	*1,000 pieces*
Hides and skins:				
Cattle	42	29	62	53
Calf	47	14	92	51
Kip	106	51	124	107
Buffalo	48	52	88	82
Sheep and lamb	2,546	3,250	2,907	4,281
Goat and kid	1,782	1,113	2,373	2,473
Horse	26	21	45	89
Pig	81	115	165	273
	Number	*Number*	*Number*	*Number*
Live cattle [1]	100,390	55,576	243,216	113,309

NOTE: Owing to changes in the tariff schedule, statistics for 1963 and 1964 are not completely comparable. [1] Includes cattle for breeding.

U.S. Dept. of Commerce, Bureau of Census.

Australian Meat Shipments to the United States

Two ships left Australia during the third week of March and the first week of April with 11,260,480 pounds of beef, 1,778,560 pounds of mutton, and 49,280 pounds of lamb for the United States.

Ship and sailing date	Destination[1]	Arrival date	Cargo	Quantity
	Western ports			*Pounds*
Ragna Bakke — Mar. 19	Seattle	May 9	Beef	174,720
	Tacoma	10	Beef	253,120
	Portland	12	Beef	228,480
	Los Angeles	20	Beef	181,440
	San Francisco	24	Beef	271,040
	Eastern ports			
Port St. Lawrence — April 1	Charleston	May 2	Beef	815,360
			Mutton	535,360
	Norfolk	5	Beef	732,480
			Mutton	156,800
	Boston	10	Beef	1,240,960
			Mutton	226,240
	New York	12	Beef	6,018,880
			Mutton	660,800
	Philadelphia	20	Beef	1,344,000
			Mutton	199,360
			Lamb	49,280

[1] Cities listed indicate location of purchaser and usually the port of arrival, but meat may be diverted to other areas for sale.

Italy Announces Meat Import Quotas

Italy's Ministry of Foreign Trade authorized on March 17 imports of 17,800 metric tons of frozen boneless beef for manufacturing purposes.

The quotas were as follows: Argentina, Uruguay, and Brazil 14,500 metric tons; EEC and associated countries 1,400; Rumania 400; and other countries outside the Sino-Soviet Bloc 1,500.

South African Dried Fruit Pack Larger

The 1964 dried fruit pack for South Africa is estimated to be the largest produced in that country since 1955. Output of prunes and currants will be about the same as in 1963, but that of peaches, pears, apricots, apples and raisins will be larger. Dried pear production is the highest on record.

DRIED FRUIT PRODUCTION IN THE REPUBLIC OF SOUTH AFRICA

Kind of fruit	1960	1961	1962	1963	1964 estimate
	Short tons	*Short tons*	*Short tons*	*Short tons*	*Short tons*
Apples	136	90	87	91	100
Apricots	1,318	817	796	649	1,100
Pears	179	327	476	544	650
Peaches	1,208	993	762	1,714	1,800
Prunes	1,960	1,182	1,734	2,046	2,000
Currants	1,222	883	825	815	800
Raisins	6,961	6,683	7,697	7,717	8,250
Total	12,984	10,975	[1] 13,275	13,576	14,700

[1] Includes 884 tons mixed fruit packs which were not included in the above breakdown.

Exports of dried fruit in 1963 were slightly below 1962 level, but they are expected to increase sharply this year. The United Kingdom in 1963 was again the major market for South African dried fruit.

DRIED FRUIT EXPORTS BY THE REPUBLIC OF SOUTH AFRICA

Kind of fruit	1960	1961	1962	1963	1964 Forecast
	Short tons	*Short tons*	*Short tons*	*Short tons*	*Short tons*
Apples	10	—	—	—	—
Apricots	1,172	625	544	373	800
Pears	—	8	121	1	100
Peaches	347	396	129	445	500
Prunes	281	—	—	—	600
Currants	—	—	—	—	—
Raisins	2,829	2,111	3,354	2,773	4,000
Mixed	908	792	288	424	(1)
Total	5,547	3,932	4,432	4,016	6,000

[1] Included in the individual fruit estimates.

Iraq Mission in Japan to Sell Dates

Iraq and Japan have negotiated recently a trade agreement under which Japan will purchase 10,000 metric tons of dates from Iraq to help offset the adverse trade balance between these two countries.

Japan will continue to ship sizable quantities of textiles, although these have contributed to the adverse trade balance. The 19 Japanese trading firms that supply most of the textiles to Iraq have formed the Iraq Date Importers Council, to purchase 10,000 metric tons of Iraq's dates—6,000 tons for syrup and 4,000 for alcohol.

The council believes that the trading firms will lose money on the imported dates and has asked the Ministry

of International Trade and Industry to reduce the present duty from 5 percent to zero. All of these dates must be imported under Fund Allocation, but since the Japanese Government is interested in maintaining exports of textiles, there should be no difficulty in obtaining this allocation.

Germany Extends Import Tender on Canned Pears

The West German Government has announced the extension of a tender on canned pears (in containers of less than 5 kilograms). This tender was originally announced for canned pears and figs, but the extension applies to pears only. Further application for import licenses may be submitted until the exhaustion of the undisclosed value limit, but not later than May 5, 1964. The license will be valid until May 15, 1964, and those already issued will be extended until that date on application by the importer.

Australian Raisin Growers Accept Stabilization Plan

Australian producers of dried vine fruits have voted in favor of the proposed dried vine fruit stabilization plan (*Foreign Agriculture*, Nov. 18, 1963).

The Minister for Primary Industry, plants to introduce legislation in Parliament at the earliest opportunity to enable the plan to begin operating with the 1964 season. The plan provides for guaranteed average prices for sultanas, currants, and raisins with seeds for the next five seasons beginning with 1964.

The growers narrowly rejected a stabilization plan in 1957. According to the Minister, the present arrangement is a more generous one and should provide a good measure of stabilization for the industry.

Uruguay To Import Seed Potatoes

The Government of Uruguay will accept bids for imports of 12,000 to 15,000 metric tons of certified seed potatoes in August-September this year. U.S. exporters interested in offering bids should contact the Direccion General de Abastecimientos Agropecuarios not later than mid-July 1964. Bids must be submitted through a local importer.

French Tobacco Imports Up Sharply

French imports of unmanufactured tobacco increased to 104.6 million pounds in 1963, from 78.4 million in the previous year. This rise is attributed to much larger purchases of low-priced dark tobaccos—mainly from South American countries. Substantial increases were recorded in imports from Argentina, Brazil, Colombia, Paraguay, Mexico, Cuba, and the Dominican Republic. These more than offset drops in purchases of oriental tobaccos from Greece, Turkey, and Yugoslavia.

Purchases of U.S. tobacco, mainly fire-cured and flue-cured, totaled 5.5 million pounds. This was above takings in 1962 but below the 7.8 million for 1961. Increasing availability of low-priced leaf in other producing areas is making it difficult for U.S. tobaccos to compete in the French market.

Suppliers to France last year, in order of importance, included Argentina 17.4 million pounds, Bulgaria 15.6 million, Brazil, 10.9 million, Malagasy Republic 8.1 million, the Philippines, 6.4 million, Colombia 5.6 million, and the United States 5.5 million. India and the Rhodesias-Nysaland each supplied about 4.6 million.

Average prices paid to major supplying countries in 1963, in terms of U.S. equivalents per pound, were as follows: Argentina, 20.3 cents; Bulgaria, 49.0; Brazil, 26.0; Malagasy Republic, 60.3; the Philippines, 23.0; Colombia, 26.7, the United States, 66.6; Paraguay, 18.1; the Rhodesias-Nyasaland, 38.8; India, 17.3; and Mexico, 20.2.

FRENCH IMPORTS OF UNMANUFACTURED TOBACCO

Origin	1961	1962	1963 [1]
	1,000 pounds	*1,000 pounds*	*1,000 pounds*
Argentina	2,892	8,430	17,421
Bulgaria	4,101	10,055	15,598
Brazil	5,736	7,630	10,882
Malagasy, Republic of	6,846	7,430	8,117
Philippines	—	2,152	6,418
Colombia	672	2,626	5,580
United States	7,783	3,113	5,492
Paraguay	433	1,693	5,181
Rhodesias-Nyasaland	138	1,673	4,694
India	2,941	1,559	4,603
Mexico	—	1,949	3,366
Poland	468	1,468	2,361
Turkey	10,900	5,099	1,825
Cuba	2	35	1,799
Dominican Republic	701	—	1,713
Yugoslavia	6,423	5,946	1,451
Hungary	1,196	—	1,263
Congo (Brazzaville)	340	692	1,138
Cameroon	3,115	1,675	1,023
Greece	6,933	12,615	979
Algeria	15,202	—	721
Others	2,257	2,593	3,008
Total	79,079	78,433	104,633

[1] Preliminary; subject to revision.

Prices at Rhodesian Tobacco Auctions

The average price of 1964-crop flue-cured tobacco sold at Salisbury, Southern Rhodesia, for the week ended April 9 (the fifth week of sales) was equivalent to 33.3 U.S. cents per pound. Total sales through the fifth week amounted to 34.8 million pounds, at an average of 35.7 cents. For the first 5 weeks of last year, they totaled 34.3 million pounds at an average of 39.1 cents.

Southern Rhodesia's first auction sale of burley tobacco on April 2 reportedly consisted of 600 bales (58,580 lbs.), at an average price equivalent to 36.6 U.S. cents per pound. Sales were held again on April 9, at which time 577 bales (53,418 lbs.) were sold at an average of 36.2 cents. Auctions will be held each Thursday afternoon with sales rotated among the three auction floors.

Mexico's Tobacco Exports Set Record

Mexico's exports of unmanufactured tobacco in 1963 set a record of 27.5 million pounds—nearly 3 times as large as those of 1962.

Much larger shipments of light tobaccos (burley and light sun-cured) to West Germany, Panama, the USSR, and France accounted for this sharp rise. Total exports of light kinds during 1963 were 26.9 million pounds, compared with 7.7 million in 1962. Exports to West Germany totaled 7.6 million pounds, compared with 478,000 in 1962, and those to Panama amounted to 6.5 million (probably ultimately destined to Italy) against none in 1962. The USSR took 4.8 million pounds in 1963 and none in 1962.

Average export prices of light leaf tobaccos shipped to major destinations in 1963, in terms of U.S. equivalents

per pound were as follows: West Germany, 21.4 cents; Panama, 16.9; the USSR, 17.3; France 20.2; the United States, 29.0; Switzerland, 16.9; and Portugal, 27.9. The average export value for total shipments was 20.1 cents.

MEXICAN EXPORTS OF UNMANUFACTURED TOBACCO, 1962-1963

Destination	Light kinds	All kinds	Light kinds	All kinds
	1,000 pounds	*1,000 pounds*	*1,000 pounds*	*1,000 pounds*
Germany, West	97	479	7,497	7,587
Panama[1]	84	98	6,523	6,523
USSR	—	—	4,805	4,805
France	1,595	2,521	2,955	2,955
United States	938	1,122	1,710	1,979
Switzerland	111	168	1,345	1,345
Portugal	816	816	555	555
Belgium	153	266	328	336
Denmark	133	133	308	308
Finland	119	119	226	226
Italy	2,925	2,993	—	—
Others	697	1,090	684	889
Total	7,668	9,805	26,936	27,508

[1] Exports to Panama probably destined ultimately to Italy.

Belgium Imports More Tobacco

Belgian imports of unmanufactured tobacco totaled 63.2 million pounds in 1963, compared with 60.2 million in 1962.

Imports of U.S. leaf in 1963, at 14.6 million, were 2 percent below the 14.9 million for 1962, while those of Rhodesian leaf at 6.3 million were up by nearly 500,000 pounds. The U.S. share of the Belgian market was 23.1 percent, compared with 24.8 percent in 1962.

IMPORTS OF UNMANUFACTURED TOBACCO BY BELGIUM-LUXEMBOURG, 1961-63

Origin	1961	1962	1963
	1,000 pounds	*1,000 pounds*	*1,000 pounds*
United States	17,449	14,939	14,629
Rhodesias-Nyasaland	6,656	5,813	6,296
Netherlands[1]	4,244	3,161	4,762
Brazil	4,398	4,598	4,735
India	2,619	4,457	4,233
Dominican Republic	4,045	3,867	3,810
Paraguay	2,928	3,174	3,016
Turkey	121	2,502	2,910
Greece	3,970	3,341	2,910
Indonesia	2,356	3,068	2,566
Philippines	1,133	1,261	1,462
Argentina	1,283	871	873
Italy	1,221	1,024	608
Japan	606	503	397
Others	13,398	7,583	10,021
Total	66,427	60,162	63,228

[1] Re-exports.

Japanese Agree on Chinese Soybean Purchase Price

Japanese and Communist Chinese trade representatives have reached an agreement on the purchase of 60,000 metric tons (2.2 million bu.) of soybeans. Of this amount, 20,000 tons were to have been shipped in April and 40,000, in May to Japan at £34 ($95.20) per metric ton, f.o.b. China ports. The freight rate is expected to be $7 per ton, making the c.a.f. price $102.20 per ton. This is the same as for the first 3 months of this year but $1.40 above the rate of last fall. The c.&f. price is about $10 below that for U.S. No. 2 soybeans, which were offered at $112.20 per ton c.&f. early in April.

The original offering price by Communist Chinese exporters during the negotiations—which began January 23—was £41 f.o.b. The lower price agreed upon was reported to be due to the drop in the price of soybeans on the Chicago market. These reduced prices have become attractive to Japanese soybean crushers, who, according to the trade, are interested in buying Chinese beans for their April and May requirements.

The 60,000 tons are part of Japan's 5-year trade agreement of November 1962 with China to import 700,000 metric tons of Chinese soybeans and the recently agreed quota of 250,000 tons for 1964 (*Foreign Agriculture*, February 3, 1964).

Chile Ships More Fishmeal and Oil

Exports of fishmeal from Chile during 1963 totaled 86,319 metric tons compared with 72,170 in 1962. Shipments of fish oil amounted to 11,543 tons against 10,909.

CHILE'S EXPORTS OF FISHMEAL AND OIL

Country	1961	1962	1963
	Metric tons	*Metric tons*	*Metric tons*
Fishmeal:			
Belgium	1,900	10,478	11,352
France	2,188	4,025	1,850
Germany, West	3,304	10,191	10,026
Italy	—	600	2,050
Netherlands	15,620	15,369	8,655
Poland	—	2,500	2,000
Spain	—	4,000	8,600
United Kingdom	532	5,974	6,509
United States	12,493	11,771	19,757
Venezuela	4,348	5,962	10,363
Others	707	1,300	5,157
Total	41,092	72,170	86,319
Fish Oil:			
Germany, West	3,946	2,256	1,776
Netherlands	168	8,035	9,625
Others	484	618	142
Total	4,598	10,909	11,543

Compiled from official sources.

Despite a short season for anchovies (*Foreign Agriculture*, January 20), Chile's production of fishmeal in 1963 increased 18 percent to an estimated 110,000 tons from 92,843 in 1962.

The fish reduction industry has the plant capacity to support a production level of well over 250,000 tons of meal during 1964. However, a prolonged off-season for anchovies, as in 1963, or a sharp drop in world demand for fishmeal could greatly reduce actual output.

Reportedly, the Fish Meal Exporters Organization will add Chile to its membership by the end of 1964, at which time a quota would be assigned to Chile.

Indonesia's Exports of Copra Palm Products

Registered exports of copra from Indonesia during 1963 totaled 104,565 long tons, 2 percent below the 106,963 shipped in 1962. Copra exports in the last quarter were adversely affected by Indonesia's confrontation policy toward Malaysia (*Foreign Agriculture*, Oct. 21, 1963). While no copra was shipped in October, 500 tons were exported in November, and 18,132 in December. The December figure may include quantities of copra shipped in November or earlier but not recorded until December or, more likely, the movement of accumulated copra as shipping became available. Data on exports by destination are not available.

Registered exports of palm oil from Indonesia during

1963 totaled 120,916 short tons, compared with 110,608 in 1962—an increase of 9 percent. Shipments of palm kernels were up slightly, to 34,312 tons from 34,268.

Suez Canal Shipments Rise in February

Northbound shipments of oil-bearing materials through the Suez Canal in February were 19 percent above those of January (*Foreign Agriculture*, April 6) and 40 percent above those of February 1963.

Total shipments during the first 5 months of the current U.S. marketing year were 1 percent greater than those of October-February 1963, reflecting the increased volume of copra, palm kernels, and castorbeans. Shipments of peanuts and cottonseed were smaller.

NORTHBOUND SHIPMENTS, BY KIND, OF OIL-BEARING MATERIALS THROUGH THE SUEZ CANAL

Item	February		October-February	
	1963	1964	1962-63	1963-64
	Metric tons	*Metric tons*	*Metric tons*	*Metric tons*
Soybeans[1]	12,262	16,048	29,532	34,537
Copra	52,227	93,005	306,358	372,468
Peanuts	29,098	34,532	132,093	96,742
Cottonseed	9,566	7,479	104,791	60,700
Flaxseed[2]	2,706	6,180	12,058	16,886
Castorbeans	3,813	3,149	26,237	39,931
Palm kernels	2,626	1,952	10,205	23,666
Others	11,967	11,361	60,343	46,315
Total	124,265	173,706	681,617	691,245

[1] 1 metric ton of soybeans equals 36.743333 bu. [2] 1 metric ton of flaxseed equals 39.367857 bu.

Suez Canal Authority, Cairo, Egypt.

Soybean shipments through the Canal amounted to 590,000 bushels compared with 661,000 in January and 451,000 in February 1963.

NORTHBOUND SHIPMENTS OF SOYBEANS THROUGH THE SUEZ CANAL

Month and quarter	Year beginning October 1				
	1959	1960	1961	1962	1963
	1,000 bu.	*1,000 bu.*	*1,000 bu.*	*1,000 bu.*	*1,000 bu.*
January	4,483	3,711	2,907	622	661
February	4,850	1,396	548	451	590
March	4,666	955	627	255	(1)
October-December	8,598	919	919	12	19
January-March	13,999	6,062	4,082	1,328	(1)
April-June	8,635	1,213	239	573	(1)
July-September	2,756	2,756	327	1,585	(1)
October-September	33,988	10,950	5,567	3,498	

[1] Not yet available. Totals computed from unrounded numbers.

Suez Canal Authority, Cairo, Egypt.

Mozambique's Exports of Copra and Coconut Oil

Exports of copra and coconut oil from Mozambique during 1963 total 38,758 long tons, oil basis, up 6 percent from the 36,441 of 1962. Shipments of copra declined to 45,699 tons from 51,960, while those of coconut oil rose to 9,510 from 3,189. Exports of copra cake and meal rose from 2,647 tons in 1962 to 5,286 in 1963.

Production of copra for the last 2 years has been maintained at about 64,000 tons.

Portugal Now Producing Corn Oil

Corn oil, which according to recent legislation was permitted to be used for direct edible purposes in Portugal (*Foreign Agriculture*, April 27), is already being produced and marketed domestically. Known in Portugal as "Milholeo," the oil is produced by a firm which is a member of the National Millers' Federation, and which retails it in plastic containers at a price of 17.5 escudos per liter (14.0 U.S. cents per lb.).

Processing takes place at a new milling plant near Lisbon. The plant also produces corn flour, which is mixed with wheat flour for bread, and cornmeal, which is used as a livestock feed.

Philippine Exports of Copra and Coconut Oil Decline

Registered exports of copra and coconut oil from the Philippines Republic in January-March, on an oil equivalent basis, totaled 158,801 long tons, down 10 percent from the 176,403 tons for the same period of 1963.

REGISTERED EXPORTS OF COPRA AND COCONUT OIL BY THE PHILIPPINES

Country and continent of destination	1963[1]	January-March 1963[1]	January-March 1964[1]
Copra:	*Long tons*	*Long tons*	*Long tons*
United States	245,293	49,353	28,260
Europe	623,693	137,324	144,829
South America	16,970	3,000	1,000
Japan	38,977	13,000	5,500
Other Asia	500	—	500
Midlde East	3,250	3,250	140
Total	928,683	205,927	180,229
Coconut oil:			
United States	183,648	44,610	31,154
Europe	28,489	—	11,660
Republic of South Africa	—	—	640
Total	212,137	44,610	43,454

[1] Preliminary.

Compiled from monthly data on registered shipments, Manila.

Chilean Sunflowerseed and Rapeseed Output

According to latest estimates and revisions by the Chilean Ministry of Agriculture, harvested area and production for the major oilseed crops are as indicated below. Yield estimates were calculated from the unrounded data. data.

	Harvested Area	Yield	Production
	1,000 acres	*Pounds per acre*	*1,000 short tons*
Sunflowerseed:			
1960-61	76.6	956	36.6
1961-62	74.4	949	35.4
1962-63[1]	77.8	1,120	43.6
1963-64[2]	80.1	1,068	42.8
Rapeseed:			
1960-61	87.5	937	41.0
1961-62	73.1	861	31.5
1962-63[1]	104.5	1,066	55.7
1963-64[2]	108.7	981	53.4

[1] Revised. [2] Preliminary.

According to trade reports, acreage based on contracted winter rapeseed plantings for the 1964-65 rapeseed corp, to be planted in April-June, may exceed 111,000 acres. The expected expansion, while relatively slight, reflects the increase, since last year, in rapeseed prices. Retail prices of vegetable oil, margarine, and shortening have, however, been frozen by a government decree of February 22, 1964.

Chile's production of edible vegetable oils, estimated at about 36,800 tons in 1963-64, is expected to decline slightly from the 37,700 tons of 1963, reflecting the decrease in oilseed production. Edible oil imports, at 26,200 tons in 1963, were up sharply from the 20,991 of 1962. Most of the gain was in soybean oil from the United States. This year imports of edible oils could exceed

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30,000 tons, reflecting increasing domestic requirements and reduced production.

Production of oilseed meals, largely rapeseed and sunflowerseed, in 1963 increased by one-half to about 42,300 tons; it is expected to decline slightly this year. However, meal exports, which in 1963 amounted to about 20,200 tons, are expected to rise reflecting some shift in the domestic disappearance toward increased consumption of fishmeal. Major destinations for Chile's meal exports have been the United Kingdom, the Netherlands, and Belgium.

Belgian Dairy Trade in 1963

Belgium exported more butter and canned milk, but less dried milk and cheese in 1963 than in 1962.

Butter shipments were up 29 percent to 10 million pounds. Italy increased its purchases of butter from less than 1 million pounds to more than 4 million and the United Kingdom upped its takings from 1 million to 2 million. West Germany's purchases, however, were down 30 percent to 2 million pounds.

Exports of canned milk set a record of 13 million pounds, 10 million above shipment in the previous year. Principal destinations were Cuba, which took 4 million pounds, and Greece, Italy, Hong Kong, and Thailand, 1 million each.

Sales of dried milk declined to 30 million pounds from the 1962 record of 37 million. Shipments to the Netherlands—which long had been the major market for Belgian dried milk—were only 3 million pounds, compared with 13 million a year ago. Exports to West Germany were also down, by 16 percent to 6 million pounds but those to the United Kingdom, at 3 million, were up slightly.

Among the countries to which sales were made in 1963, but not in 1962 were Venezuela, with 3 million pounds; Greece and Italy, 2 million each; and France, Spain, and Lebanon, 1 million pounds each.

Exports of cheese also declined, to 10 million pounds from 14 million a year earlier. Sales to West Germany totaled 8 million pounds, down from the 10 million of 1962, and those to Italy amounted to 549,000 against 2 million. Shipments to the Netherlands at 1 million pounds were up slightly.

Imports of dried milk, canned milk, and butter increased in 1963, but those of cheese declined.

Dried milk imports were the highest in several years totaling 38 million pounds—18 million more than in 1962. The United States was the leading source, shipping 14 million pounds. Other suppliers were France, 11 million pounds; the United Kingdom, 6 million; and the Netherlands, 3 million.

Butter imports rose from 90,000 pounds in 1962 to 14 million in 1963. Main suppliers were the United States with 8 million pounds and the Netherlands, the remainder.

Almost all of the 8 million pounds of canned milk imported in 1963 came from the Netherlands.

Imports of cheese declined from 73 million pounds to 70 million. The Netherlands continued as Belgium's chief supplier of cheese, shipping more than 60 percent of total imports. The balance came mostly from Switzerland, France, West Germany, Finland, and Denmark.

Australian Honey Production Down, Exports Up

The output of honey in Australia during fiscal 1963 was 32,679,000 pounds, 25 percent below the fiscal 1962 level. This decline was due primarily to a combination of adverse weather conditions and heavy losses of bees caused by disease and insecticides.

Apiarists in Victoria State believe that about one-third of the bee population was killed during fiscal year 1963 as a result of insecticides used on fruit trees. The apiarists providing pollination services have formed the Victorian Pollination Service, which will negotiate with orchardists and Department of Agriculture officials for more satisfactory spraying schedules.

Australian honey exports during fiscal 1963 totaled 27,241,000 pounds, 5 percent above the previous year's figure. This increase was made possible by the substantial carryover stocks from the previous season and a reduction in the domestic market offtake. The United Kingdom was the leading buyer, taking 14.5 million pounds; West Germany ranked second, with 10.3 million.

The outlook for production during the current season is again unfavorable. Early reports indicate an output of 30 million pounds, and export availabilities will be somewhat lower than last year's.